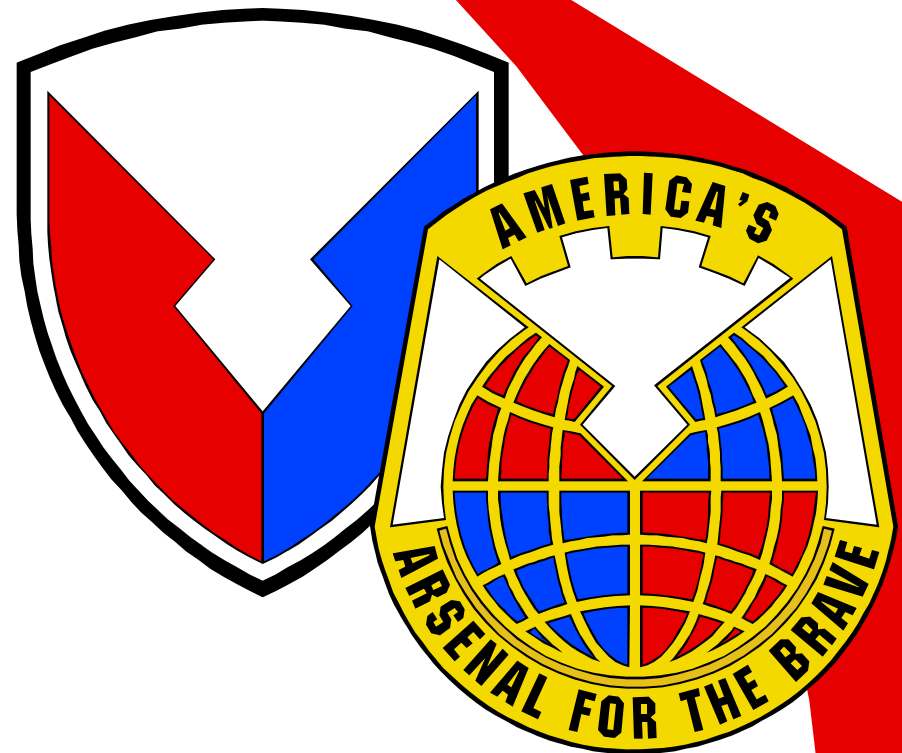


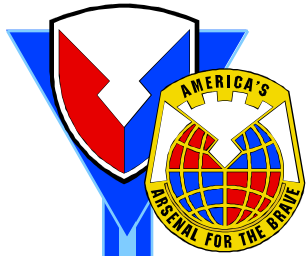
*Presented by:*  
**MG John S. Caldwell, Jr.**  
*DCSRDA*

DCS for Research,  
Development, and Acquisition  
Acquisition and Technology  
*21-25 June 1999*

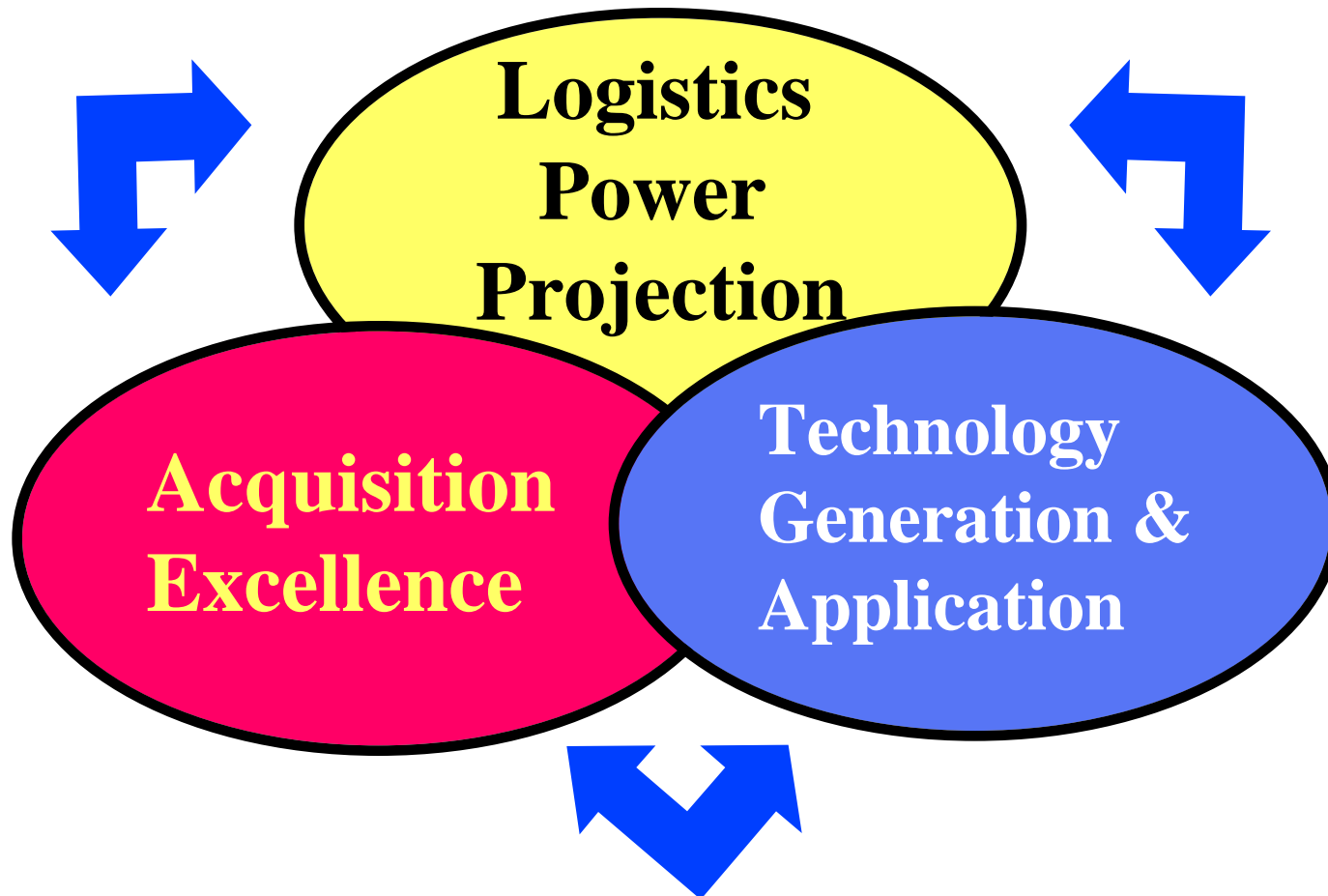
# Army Materiel Command

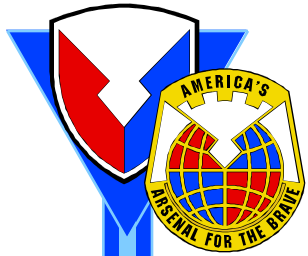


***AMC – Relevant, Responsive & Ready!***



# AMC Core Competencies





# Making Acquisition and Technology Work for the Soldier

## *Force XXI and Army After Next...*

### DCS RDA Thrusts

- Science/Technology
- Acquisition Reform
- Experiments
- Field Division/Corps
- War Games
- Investment Portfolio

**1998**



#### Current Army

- OPMS XXI,  
New OER System
- Force XXI Changes
- Resource Realities

**2010**



#### Army XXI

- Mental Agility
- Integrated Joint Force
- Digitized Corps

**2025**



#### Army After Next

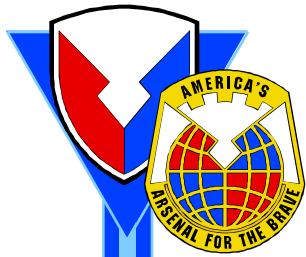
- Mental & Physical Agility
- "Leap Ahead" Systems
- Rapid, Strategic Maneuver

**Mid-term**

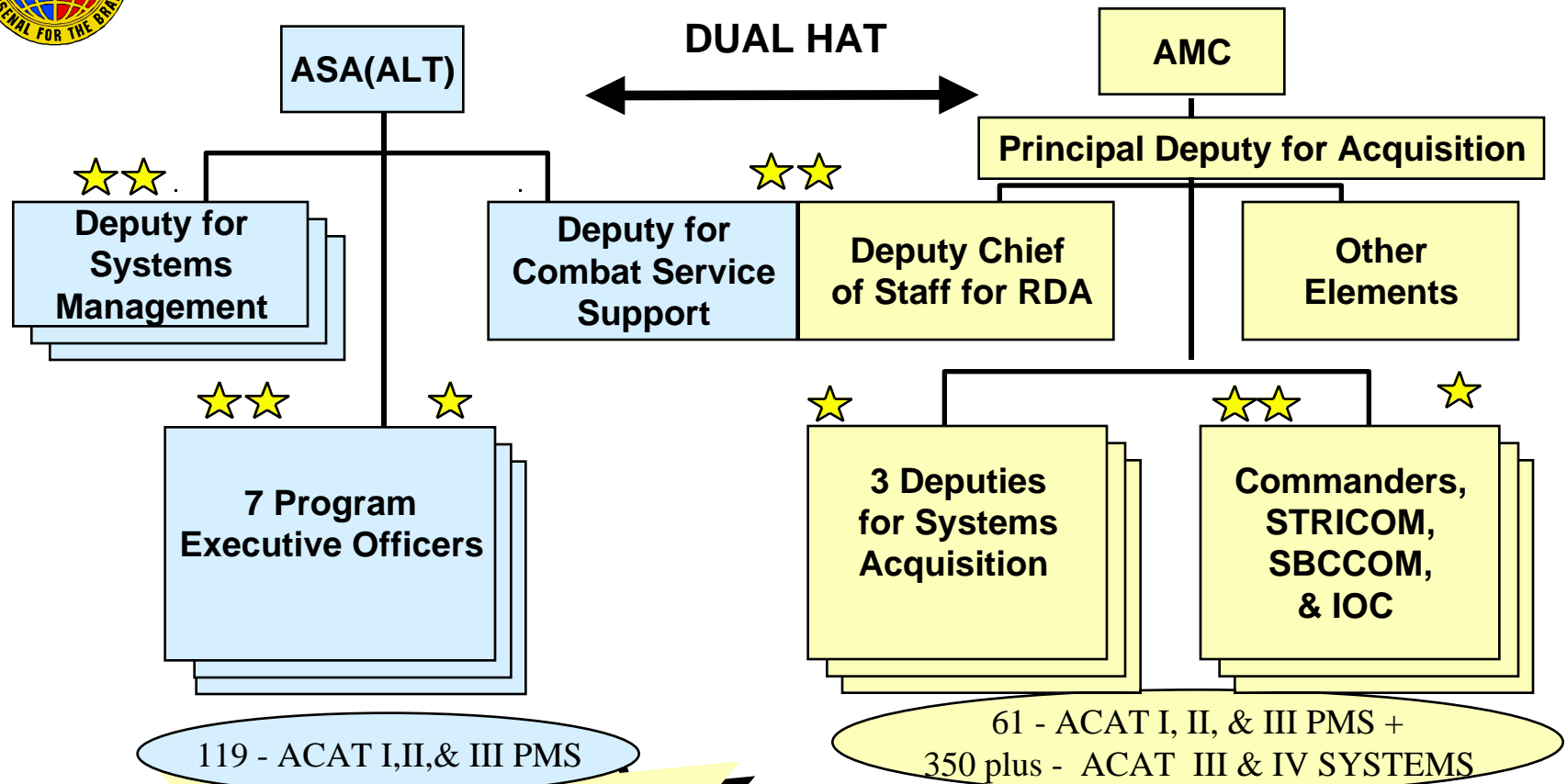
**Long-term**

**Force XXI Process**

**Army After Next Process**



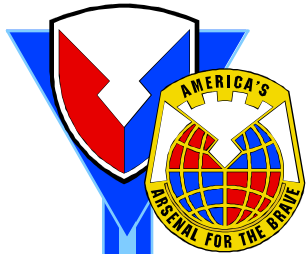
# Acquisition Management



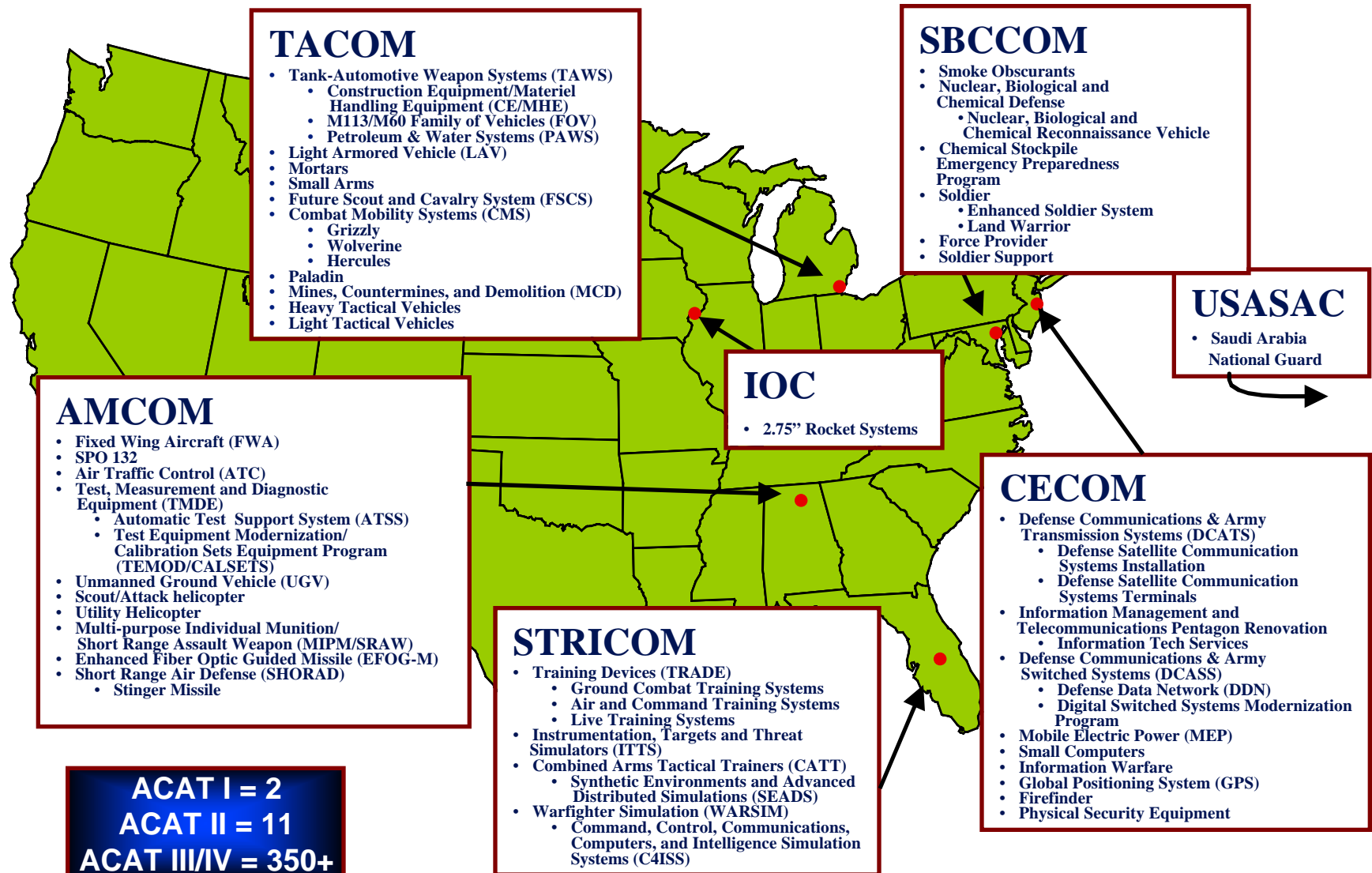
## AMC\*

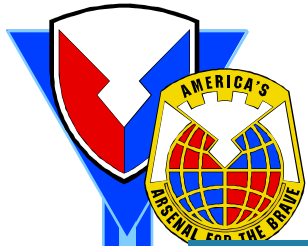
- Uniforms, Computers, Vehicles, Aircraft ....
- 78% of Army, Science & Technology Funds
- 42% of Army RDA Funds

\*Percentage based on action taken by HQDA staff during FY00-05 POM Process (Mar 98). Approximately \$620M being transferred from RDTE Infrastructure into OMA beginning in FY00 and decision by the VCSA to establish Army Test & Evaluation Command which involves the transfer of TECOM resources to ATEC.

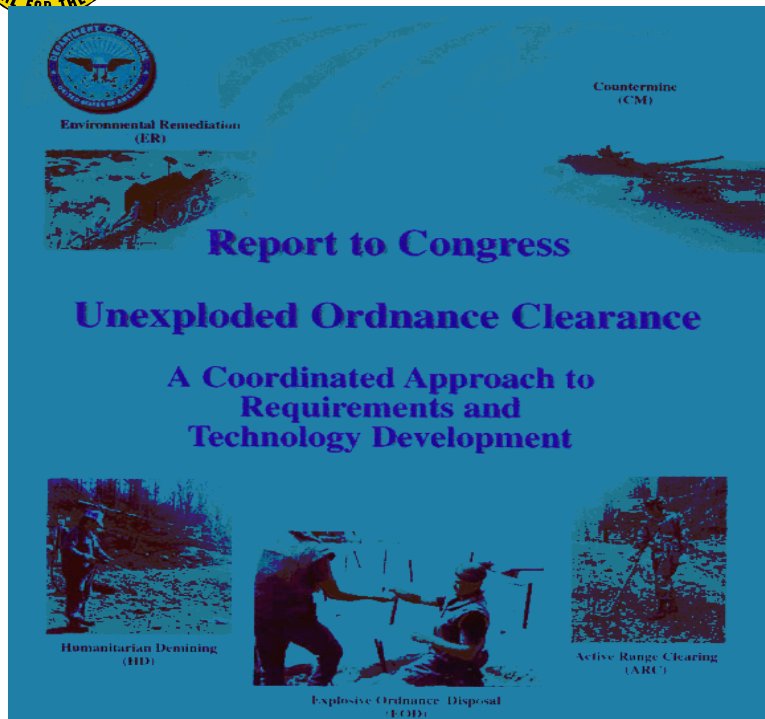


# Army Materiel Command Project/Program Managers





# Unexploded Ordnance Center of Excellence



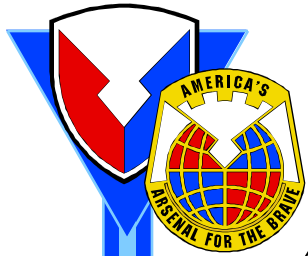
## \* Includes the following:

- Detection
- Location
- Access
- Identification/Evaluation
- Neutralization
- Recovery
- Disposal
- Training
- Breaching

### •For Further Information Please Contact:

Dick Weaver, Director Joint UXO Coordination Office 703-704-1090/ [dweaver@nvl.army.mil](mailto:dweaver@nvl.army.mil)

Website at **WWW.DENIX.OSD.MIL**



# TRADOC/AMC Partnership



*Assure Warfighting relevance and focus Army S&T investments*

## Purpose

- Shared goals -- a joint approach to issues
- Speak with a single voice
- Synchronize MATDEV/CBTDEV

*Success Story*

## History/Accomplishments

- FOCs - Common Language
  - Materiel Developer involvement in FOC Workshop
- IPT for S&T review process
- ATD Plan Process Streamlining
- ICT participation with industry

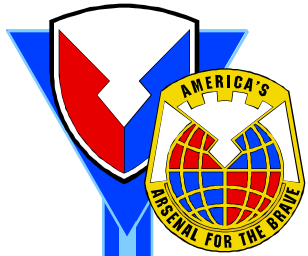
33 AMC People at  
the Battle Labs

## Process

- Two conferences/year
- COL level VTCs
- A/O meetings, regular azimuth checks

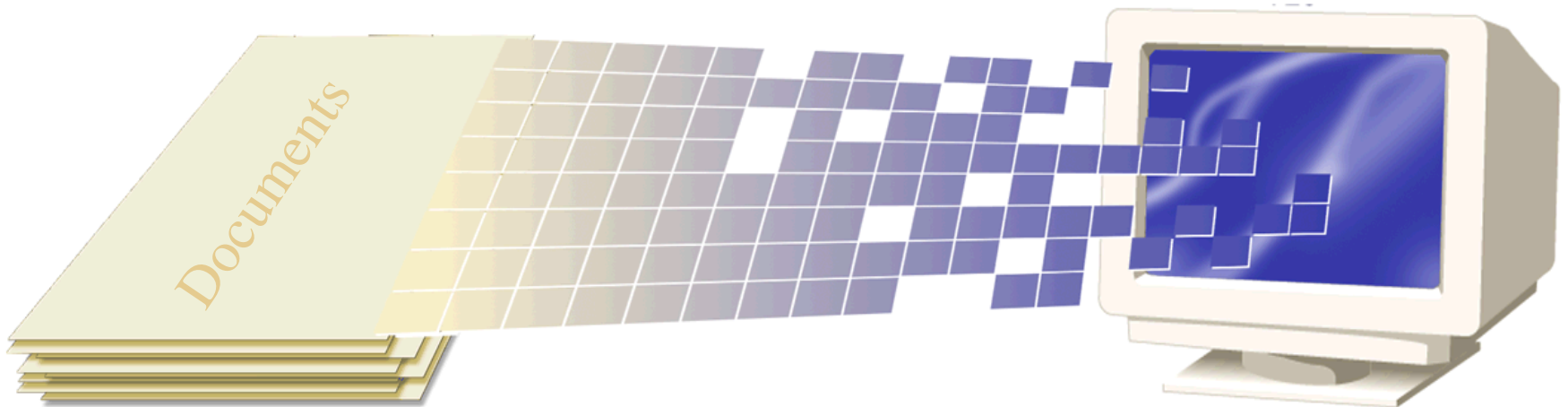
WRAP

*Fertile environment for a closer partnership*

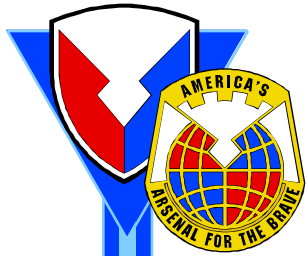


# Web-Electronic Contracting

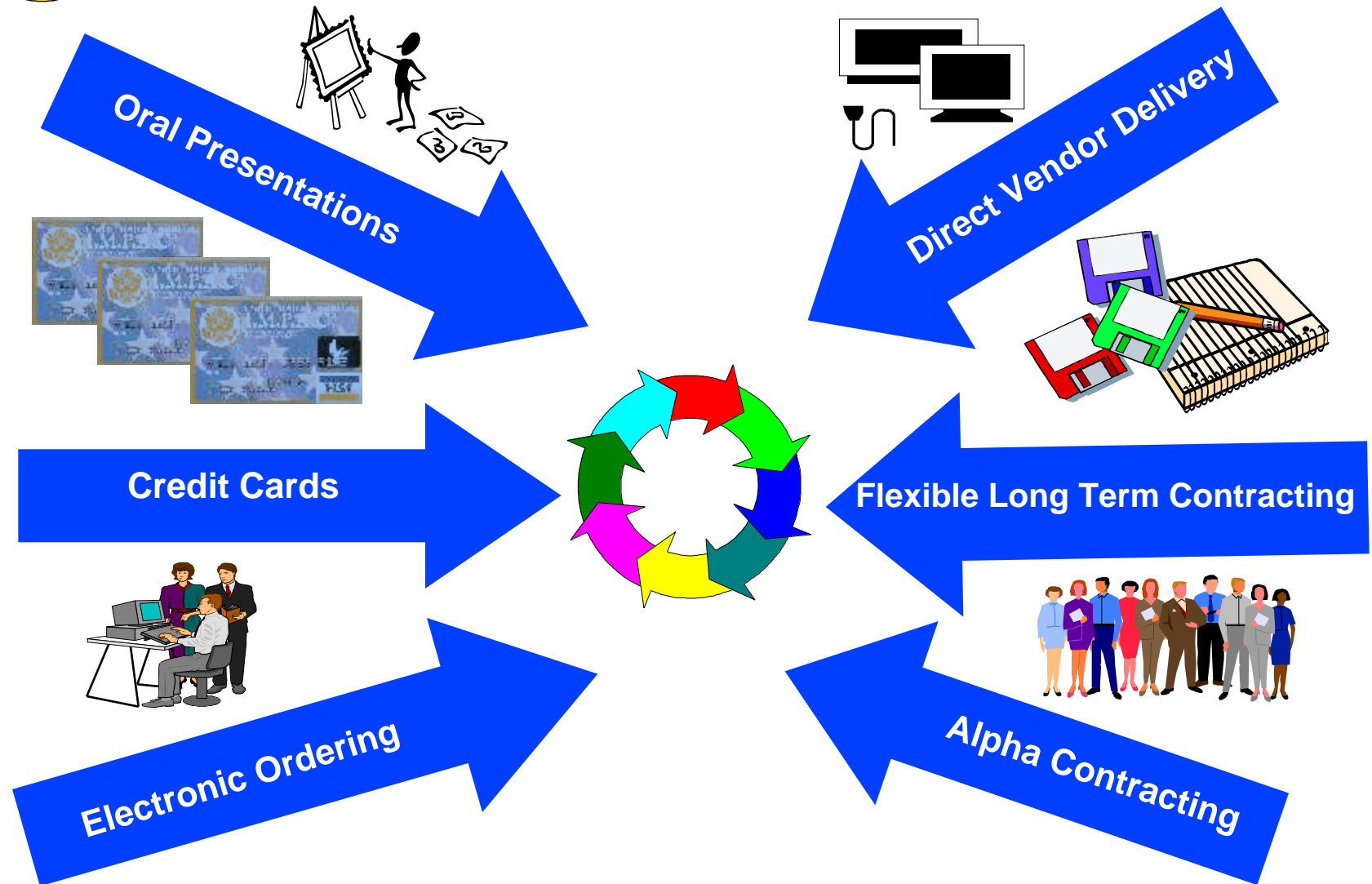
- **Key Element of Army's Paperless Acquisition Vision**
  - **Seamless Electronic Interface to Industry**
- **Harnesses Power of the World Wide Web for:**
  - **Contracting Opportunities (Solicitations & Awards)**
  - **Technical Data Packages**

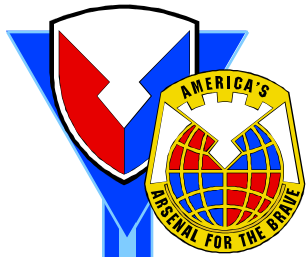






# Current Contracting Techniques





# Source Selection

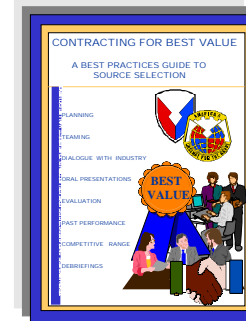
**Select the Best Contractor for the Job**



**Best Value = A goal -  
not a procedure!**



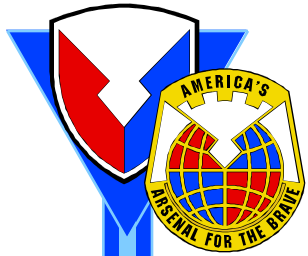
**Best Practices Guide  
AMC Pam 715-3**



**Consolidates, repackages  
proven practices**

**Available via Web at:  
<http://www.army-acquisition.net>**

*Buy Wisely Not Cheaply*



# A-76 Corporate Contract

**Downsize**

**Outsource**

**Competition**

**A-76 Commercial Activity  
Study**

**Government versus  
Commercial**

**Award**



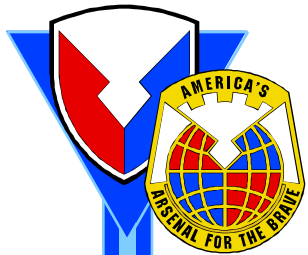
**CECOM  
Corporate  
Contract**

**Source Selection**

**Blanket Purchase  
Agreements**

**3 Contractors**

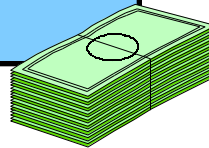




# Cycle Time Reduction

AMSAA estimates savings from inventory of \$200M;

- \$73M FY95-97
- \$127M in 98-03 POM

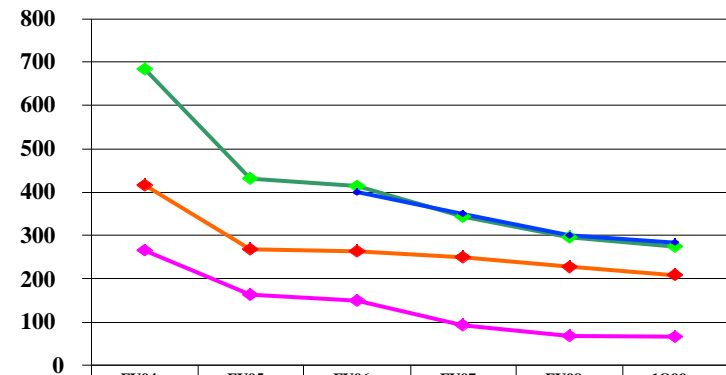


ALT/PLT ↓ = INVENTORY ↓ = SAVINGS ↑

**60%  
Reduction  
Since FY94**

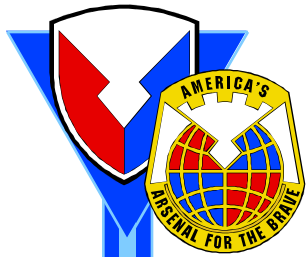


## Administrative/Production Lead Time (ALT/PLT) Dollar Weighted Days



## KEY TECHNIQUES:

- Teamwork
- Flexible Long-Term Contracts
- Electronic Ordering
- Advance TDP Updating
- Direct Vendor Delivery
- Challenge Industry To Reduce PLT

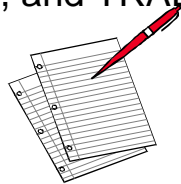


# Reengineering the Business Process

## CONTRACTING BLUEPRINT XXI



- Team of senior contracting experts from subordinate commands, HQ, FORSCOM, and TRADOC



### INDUSTRY SURVEY REPORT

Published March 1998-on AMC Home Page  
Many Similar Trends Govt/Ind

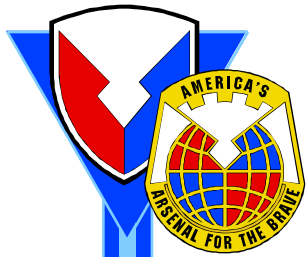


## IMPROVEMENTS

1. Corporate contracts
2. Skill sharing
3. Outsourcing
4. Base operations
5. Workforce Planning
6. Automation
7. Integrated Business Teams

## TRENDS

- Contracting Officers - Business Mgrs.
- Increased use of IPTs
- Automation investment - paperless office



# Making Acquisition and Technology Work for the Soldier

## Acquisition Excellence

Web-Electronic Contracting

Source Selection

Direct Vendor Delivery

Credit Cards

Flexible Long Term Contracting

Alpha Contracting

Cycle Time Reduction

Oral Presentations

Business Process Reengineering

A-76

Electronic Ordering

AOE 1990

Today's Army 1998

Army XXI 2010

## Technology Generation

TRADOC/AMC Partnership

PM Transfers

Dual Hatted AMC/SARDA

## Logistics Power Projection

- User, developer, and industry to generate requirements and warfighting capability

Army After Next 2025

